

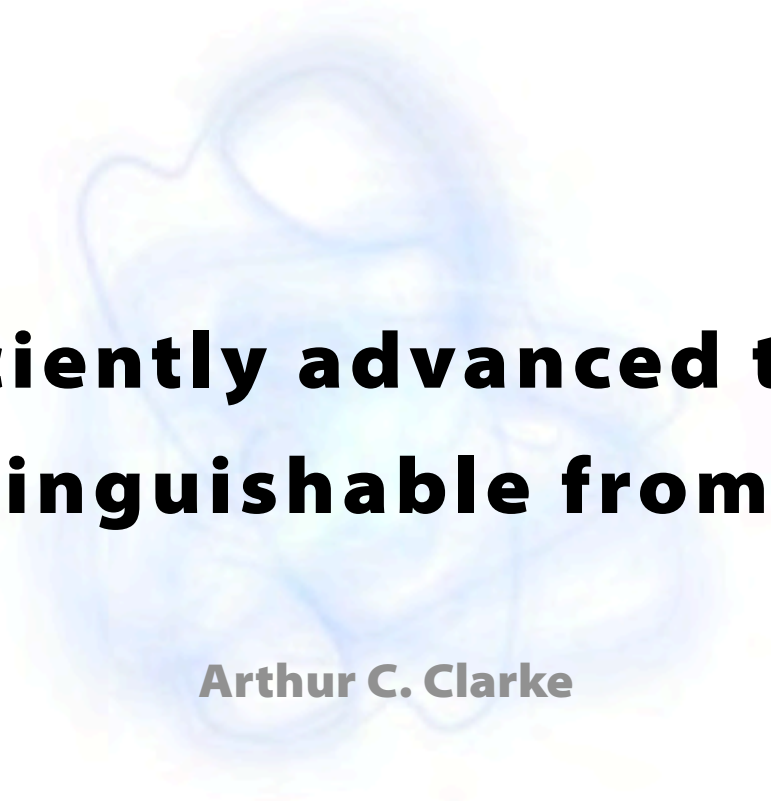


Epson Stylus® Pro 3800

The World's Greatest Images are Printed on an Epson.

Epson Professional Imaging Division
Pre-Launch Presentation
8.16.06

COMPANY CONFIDENTIAL DOCUMENT UNTIL 09.25.2006



**“Any sufficiently advanced technology
is indistinguishable from magic.”**

Arthur C. Clarke

What Defines an Epson Stylus® Pro Branded Printer?

1
“To develop printing technology that exceeds the expectations of professionals.”

2
“To allow any print to be sold.”

Epson Stylus® Pro 3800 Feature Set

Key Product Features

- NEW** Epson UltraChrome K3™ Ink Technology
- NEW** Professional Cut-Sheet Media Handling from 4" x 6" up to 17" x 22"
- NEW** Main Top-Loading High-Capacity Paper Feeder
- NEW** Second Top-Loading Manual Feeder – Optimized for Fine Art
- Front-Loading Straight-through Manual Feeder up to 1.5mm Thick
- NEW** BorderFree™ Cut-Sheet Printing from 4" x 6" up to 16" x 20"
- Advanced MicroPiezo® AMC™ Print Head Technology
- NEW** Ultra-Modern Image Processing Technology
- Maximum Resolution of 2,880 x 1,440 dpi
- NEW** Nine Individual 80ml^A High-Capacity Ink Cartridges
- NEW** Auto-Sharing Photo and Matte Black Ink Technology
- NEW** Pressurized Ink Cartridge Technology
- High-Performance Print Engine Speeds
- Epson PreciseColor™ Technology
- Automatic Head Alignment and Cleaning Technologies
- NEW** Standard USB 2.0 and 10/100 BaseT Ethernet
- Epson PrintJob™ Information System
- One-Year Epson Preferredsm Protection Plan



\$1,295

Estimated Purchase Price

Review Units
September 2006

NDA Date
09.27.2006

Ship Date
November 2006

Epson Stylus® Pro 3800 Walkthrough



Epson Stylus® Pro 3800 Walkthrough

Top-Loading High-Capacity Paper Feeder

4" x 6" up to 17" x 22"

(120 Sheet Input Tray)



Epson Stylus® Pro 3800 Walkthrough

Second Top-Loading Manual Sheet Feeder

Letter up to 17" x 22"

(Optimized for Fine Art Papers)



Epson Stylus® Pro 3800 Walkthrough

Professional Connectivity

Standard USB 2.0 and
10/100 BaseT Ethernet



Epson Stylus® Pro 3800 Walkthrough



Front Straight-Through Manual Sheet Feeder
Letter up to 16" x 20"
(Single Sheet Loading up to 1.5 mm Thick)

Epson Stylus® Pro 3800 Walkthrough



Closeable Front Media Output Tray

Epson Stylus® Pro 3800 Walkthrough



Front-Loading High-Capacity Inks
Nine Individual 80 ml Ink Tanks

Epson Stylus® Pro 3800 Walkthrough



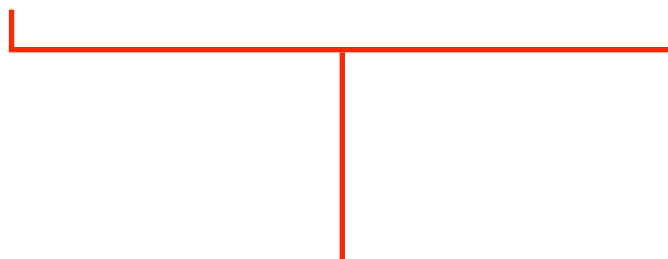
Backlight LCD Control Panel
Latest Interface Design

Epson Stylus® Pro 3800 Walkthrough



Front-Loading Ink Maintenance Tank

Epson Stylus® Pro 3800 Walkthrough



Compact Design / Narrow Depth

Epson Stylus® Pro 3800 Size Comparison



Epson Stylus® Pro 3800 Size Comparison



Epson Stylus® Pro 3800 Size Comparison

Total Print Weight = 43.2 lbs.

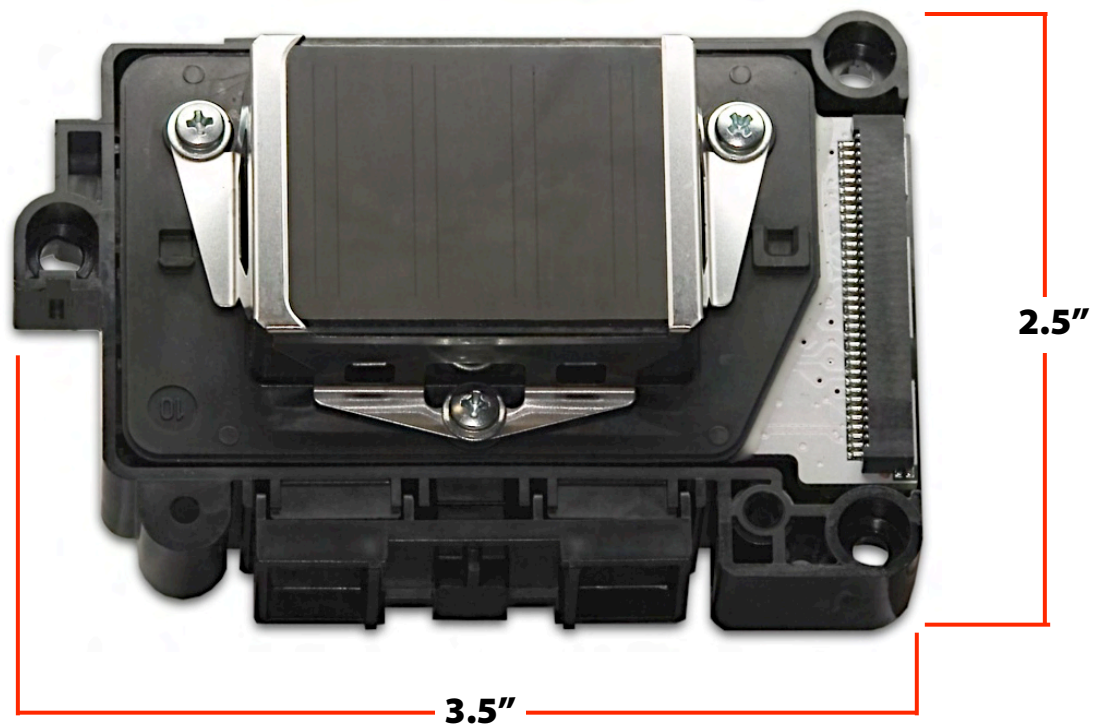


***Printer dimensions reduced by 30% and weight reduced by 51%
compared to the Epson Stylus® Pro 4800***



The World's Most Precise Print Head Technology

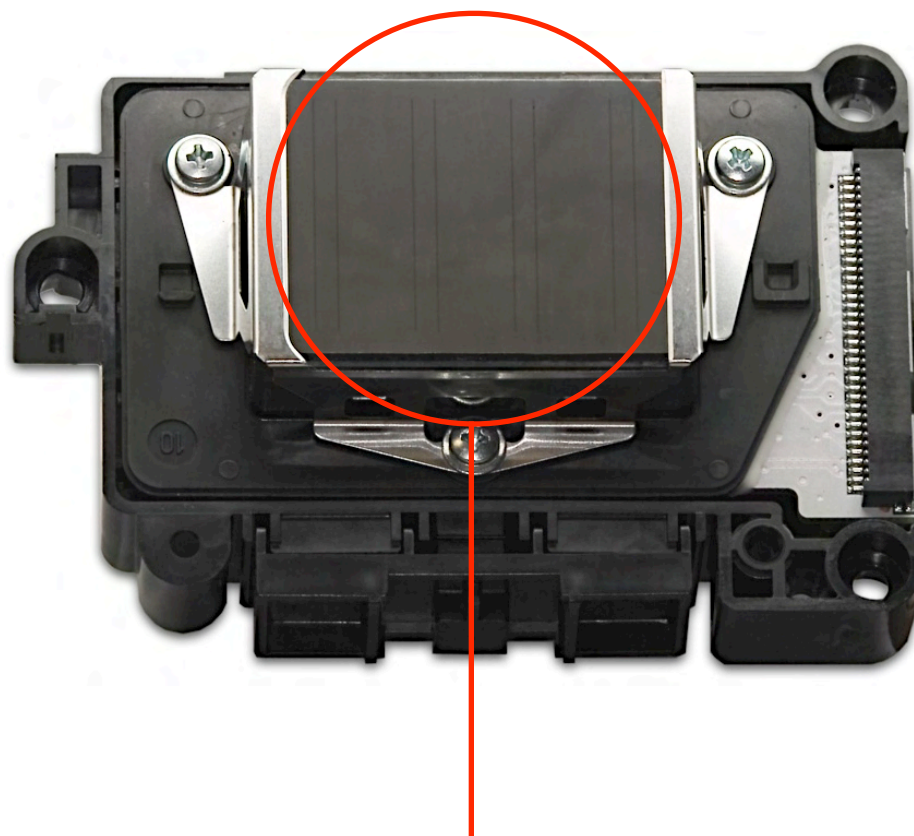
Advanced MicroPiezo® AMC™ Print Head





The World's Most Precise Print Head Technology

Advanced MicroPiezo® AMC™ Print Head



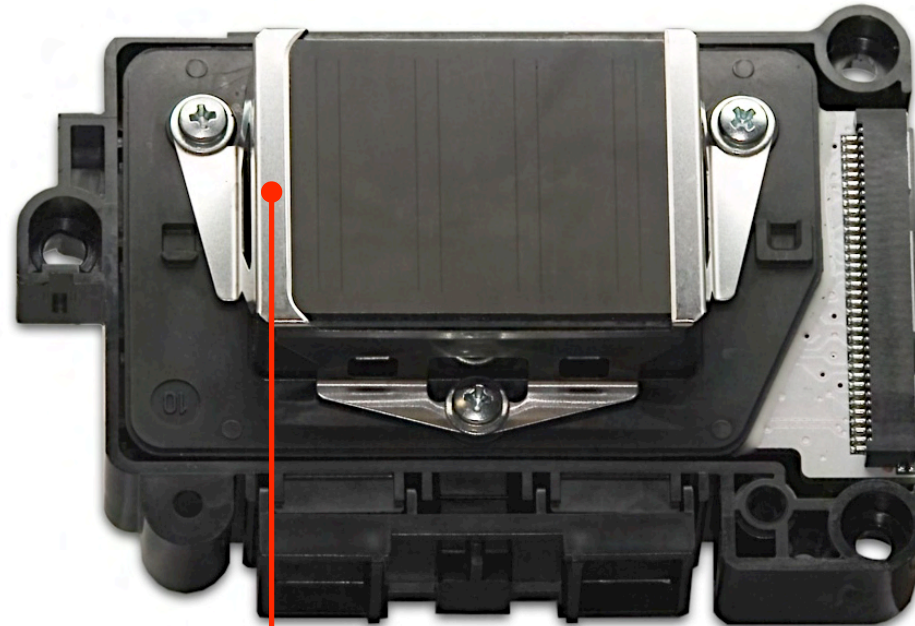
AMC™ Variable-Droplet Piezo
(Active Meniscus Control)

Extremely Accurate Droplet Placement as small as 3.5 picoliters



The World's Most Precise Print Head Technology

Advanced MicroPiezo® AMC™ Print Head

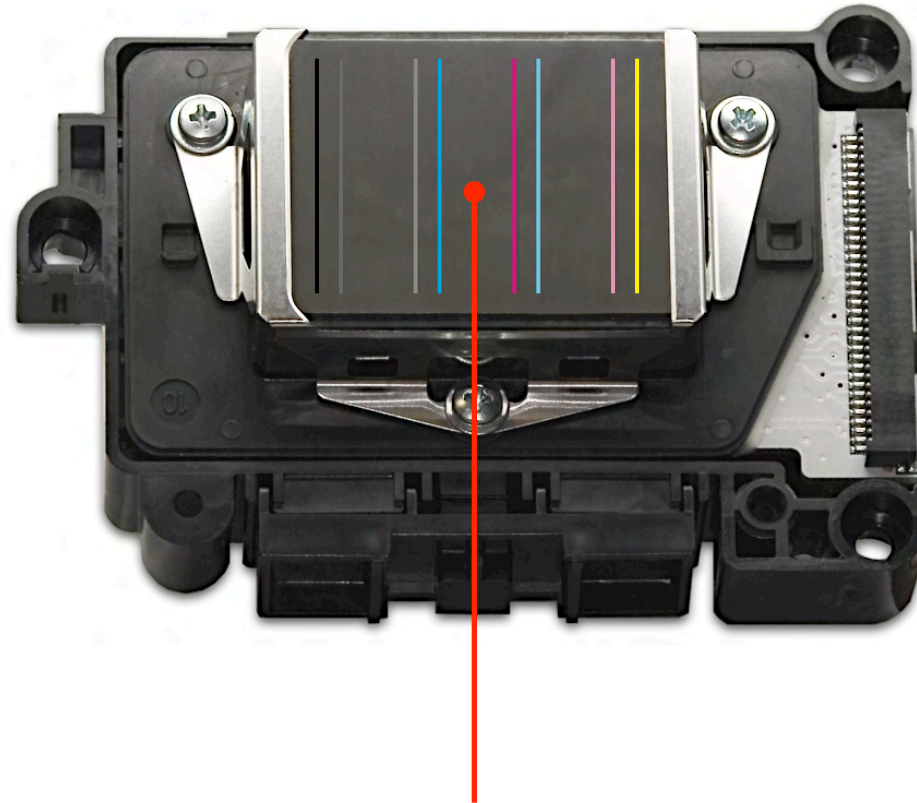


One-Inch Wide Print Head
180 Nozzles x 8 Colors



The World's Most Precise Print Head Technology

Advanced MicroPiezo® AMC™ Print Head

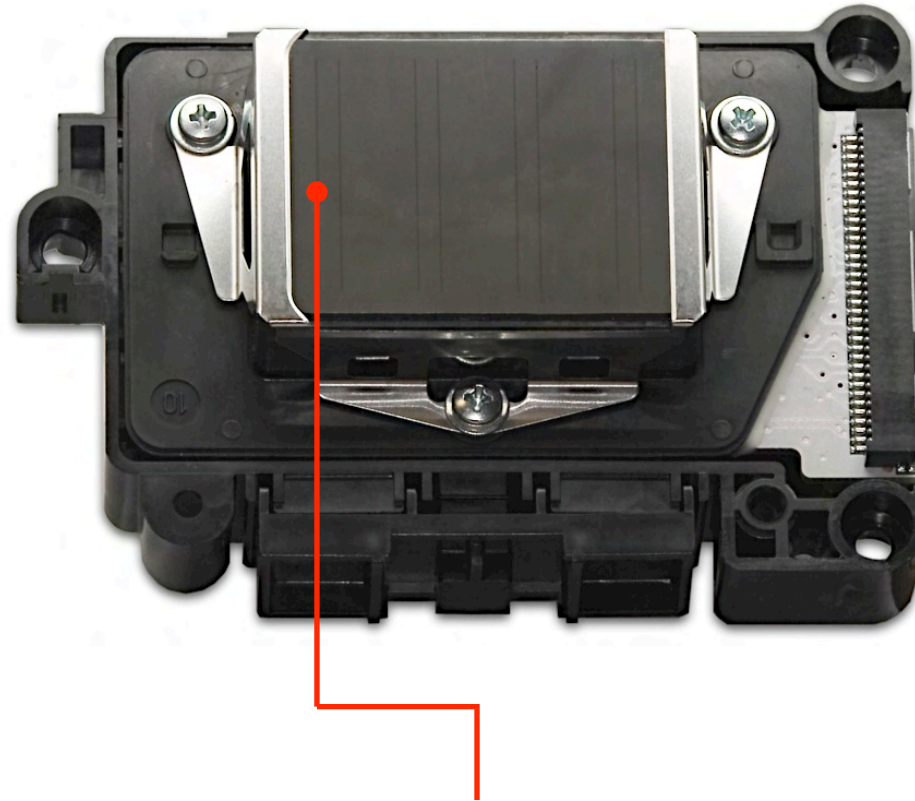


8-Channel Print Head Technology



The World's Most Precise Print Head Technology

Advanced MicroPiezo® AMC™ Print Head



Auto-Sharing Photo & Matte Black Channel



Auto-Sharing Black Ink Technology



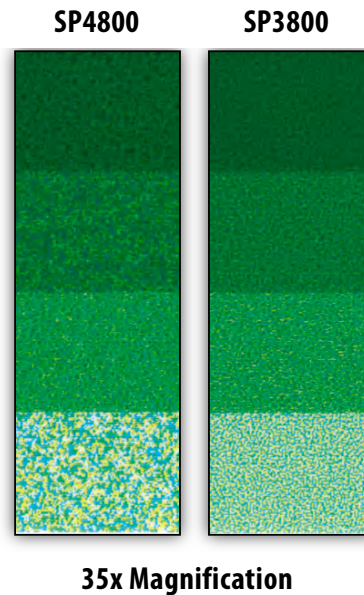
- **This latest Epson technology allows the printer to share the same physical ink channel between both Matte and Photo Black inks**
 - This allows Epson to reduce the overall printer cost by only having to use a single print head
- **The correct black ink mode is automatically used depending upon the driver selection**
- **The process of switching between black ink modes is completely automatic and does not require any user intervention**

Black Ink Conversion	Conversion Time	Ink Used
Photo Black to Matte Black	1:55 min:sec	~1.52 ml
Matte Black to Photo Black	2:55 min:sec	~4.5 ml



New Ultra-modern Screening Technology

- All-new radical algorithm for determining dot placement and screening, resulting in an extreme-level of photographic image quality
- Produces extremely fine photographic prints even in bi-directional and lower resolution print modes
- Compensates for various ink densities between resolutions – allowing for a single ICC profile to be used per media type



Source: Seiko Epson Engineering



Performance Benchmarking

Epson Stylus® Pro 3800 – Most Popular Print Modes

Epson Driver Print Mode	4" x 6"	5" x 7"	8" x 10"	11" x 14"	16" x 20"
SuperFine - 1440 dpi HS	1:00	1:14	2:03	3:18	5:32
SuperFine - 1440 dpi	2:00	2:29	4:08	6:39	10:59
SuperPhoto - 2880 dpi HS	1:53	2:19	3:50	6:04	9:46
SuperPhoto - 2880 dpi	3:51	4:43	7:47	12:15	19:40

Based upon print engine speeds only | Total throughput times depend upon front-end driver/RIP, file size, printer resolution, ink coverage, networking, etc.

Images printed as shown below on Epson Premium Luster Photo Paper using a standard ICC color managed workflow via Adobe® Photoshop® CS2 (9.0.1)

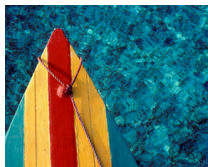
Print speeds are shown in min:sec | HS = High-Speed Mode (Bi-Directional Print Mode)



4" x 6"



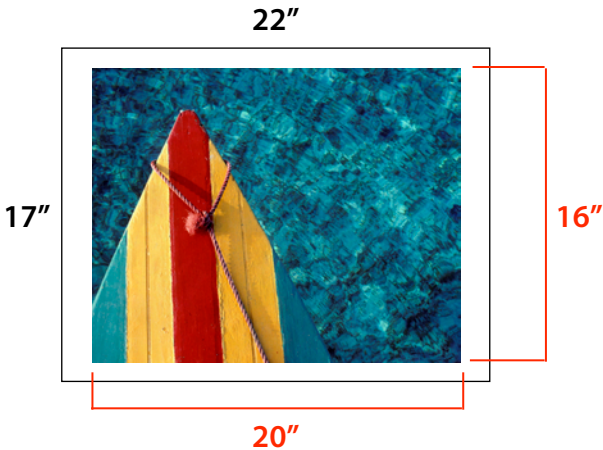
5" x 7"



8" x 10"



11" x 14"



Photograph © 2006 Jay Maisel



Epson Professional Media Line

Epson Stylus® Pro 3800

Epson Media Type	4" x 6"	5" x 7"	8" x 10"	Letter	11" x 14"	13" x 19"	17" x 22"
Optimized for Photo Black Ink							
Premium Luster Photo Paper				S041405		S041407	S041828
Premium Glossy Photo Paper	S041727	S041464	S041465	S041667	S041466	S041289	Q4 2006
Premium Semigloss Photo Paper	S041982			S041331		S041327	Q4 2006
Proofing Paper Semimatte						S041744	
Optimized for Matte Black Ink							
Enhanced Matte Paper				S041341		S041339	S041908
Velvet Fine Art Paper				S041636		S041637	Q4 2006
UltraSmooth Fine Art Paper						S041896	S041897
Singleweight Matte Paper						S041909	S041907
Photo Quality Ink Jet Paper				S041062		S041069	S041171
PremierArt™ Water Resistant Canvas							TBD
Piezo Pro™ Matte Canvas							TBD
Optimized for Both Black Modes							
Plain Paper				S041586			
Totals	2	1	1	7	1	9	10





Industry Leading 8-Color Pigment-Based Ink Technology



Photo Black



Light Black



Lt Lt Black



Magenta



Light Magenta



Cyan



Light Cyan



Yellow



Matte Black

Average Pigment Particle Size is ~ 0.1 um

for comparison, a human hair is ~ 10 um

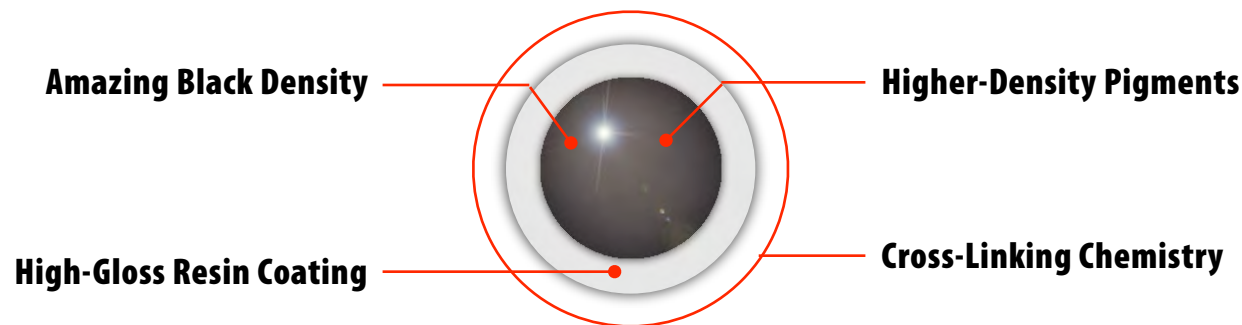
(um means micrometer)



Industry Leading 8-Color Pigment-Based Ink Technology



- **Unique high-density pigments for an extremely wide color gamut**
- **High-gloss Microcrystal Encapsulation™ Technology for reduced gloss differential**
- **Superior scratch resistance from improved pigment and resin chemistry**
- **Color is stable immediately after printing – no short-term color shifting**
- **Depending upon media – produces a black density up to 2.3 with an L* value of 4.1**



Dmax and L values are based upon 2,880 x 1,440 dpi printing on Epson Premium Luster Photo Paper



Three-Level Black Ink Technology



- Simultaneously uses Black, Light Black, and Light Light Black inks
- Significantly improves the gray balance, while eliminating color casts
- Impressive shadow-to-highlight detail for a perfect tonal range
- Virtually eliminates the metamerism and bronzing of basic pigment chemistry
- Enhances the ICC profiling process for ColorSync™ and ICM™ workflow's

“What’s amazing is the amount of control down in the shadow area as well up in the highlight area and through the middle range...for total control.”

Chris Rainier

Photograph © 2006 Chris Rainier
Ancient Marks Exhibition



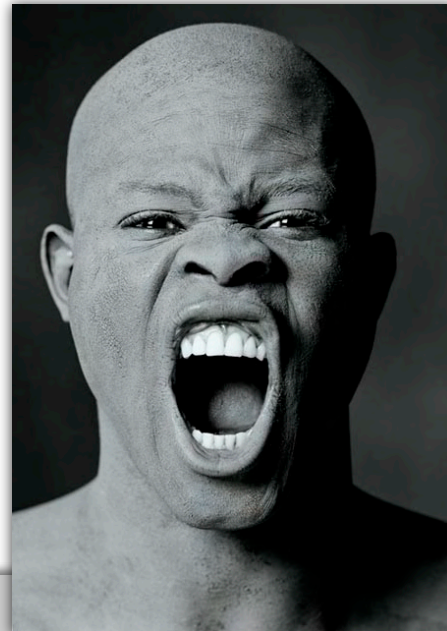


Advanced Black and White Printing Technology

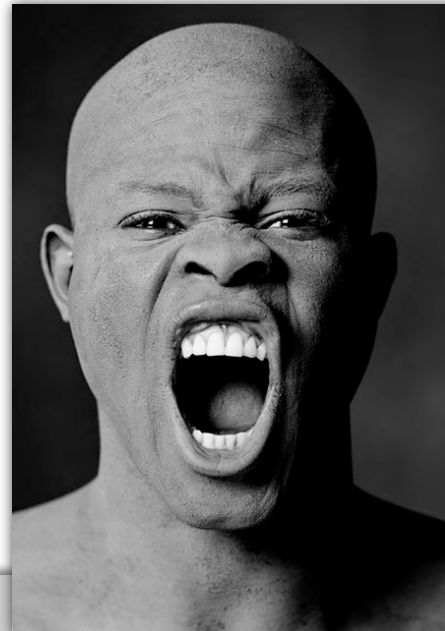


- Unique driver technology taking full advantage of our three-level black system to produce professional black and white prints from color or monochrome images
- Proprietary Epson screening developed specifically for black and white printing
- Virtually eliminates metamerism, bronzing, and gloss differential
- Already produced some of the world's greatest black and white prints

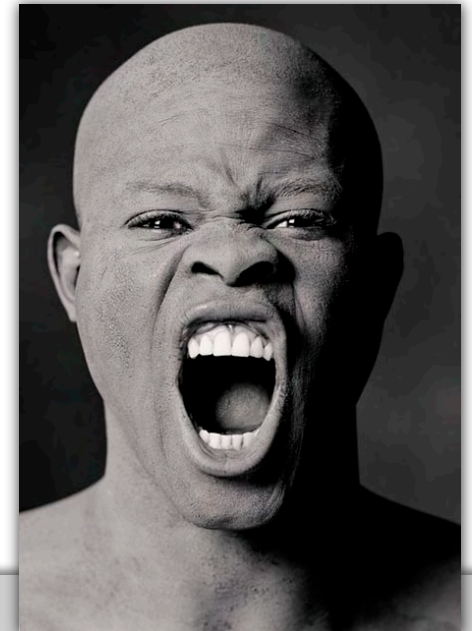
Cool



Neutral



Warm



Photograph © 2006 Greg Gorman



Advanced Black and White Printer Driver Dialog



Simulated Feedback

Precise Tone Control

Quick Toning Presets

Complete Tonality Control

Print

Printer: Epson Stylus Pro 3800

Presets: Standard

Printer Color Management

Color Toning: Fine Adjustm...

Tone: Dark

Brightness: 0

Contrast: 0

Shadow Tonality: 0

Highlight Tonality: 0

Max Optical Density: 0

☐ Highlight Point Shift

Horizontal: 0

Vertical: 0

Y G R C B M

© Greg Gorman

? PDF ▾ Preview Supplies... Cancel Print

Apple Macintosh® OS X Driver Dialog Shown



Two Auto-Sharing Black Ink Modes



- **Printer automatically switches between two different black ink modes in order to optimize the black ink density for virtually any media type**
- **Photo Black mode can produce professional results on any media type, but is optimized for traditional photographic papers**
- **Matte Black mode can produce even better results on specific matte-type media such as Velvet Fine Art, Enhanced Matte, UltraSmooth Fine Art, and more**

***Optimized black density
for any media type***

Photograph © 2006 Greg Gorman

Matte Black Print on Matte Paper

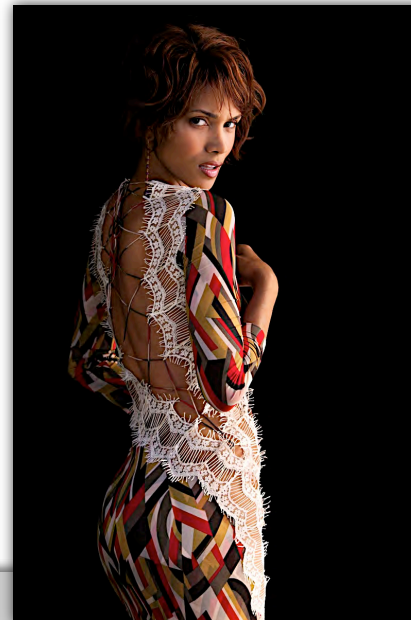
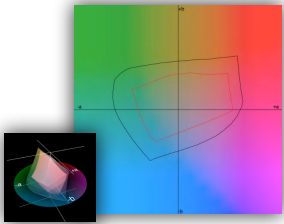


Photo Black Print on Matte Paper



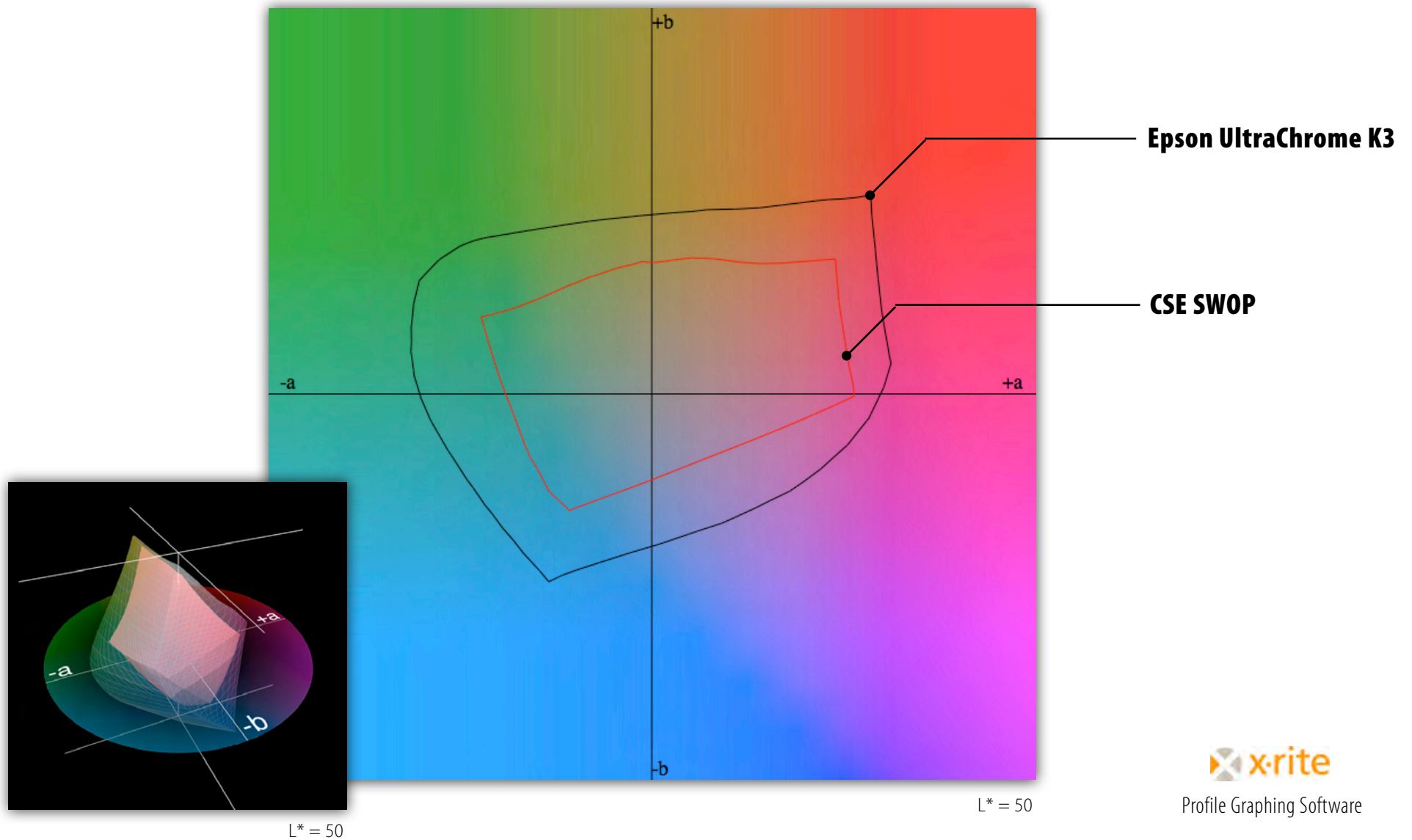


Color Gamut Comparisons



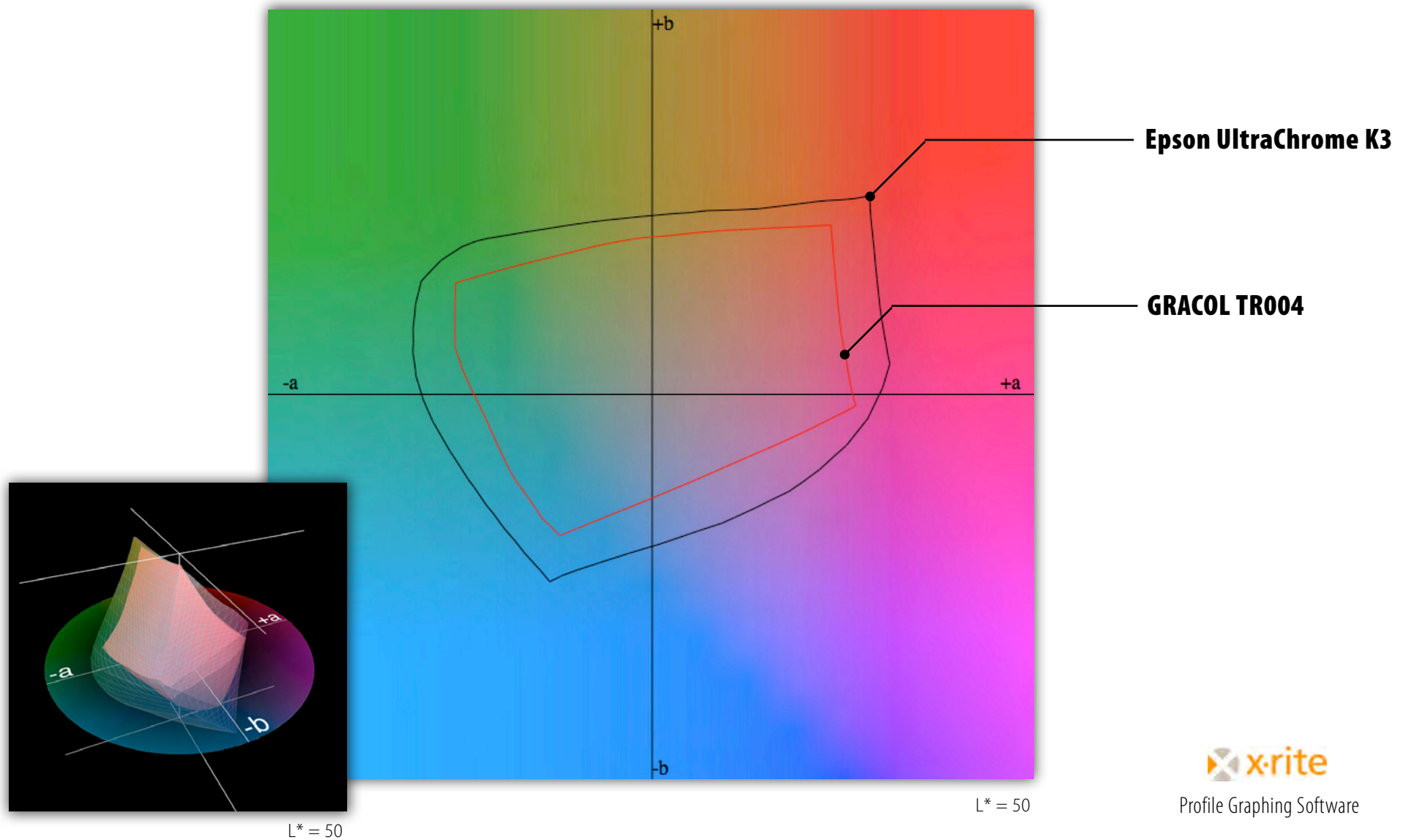
Epson UltraChrome K3™ Color Gamut Comparison

CSE SWOP CMYK versus SP3800 PLPP 2880 PK



Epson UltraChrome K3™ Color Gamut Comparison

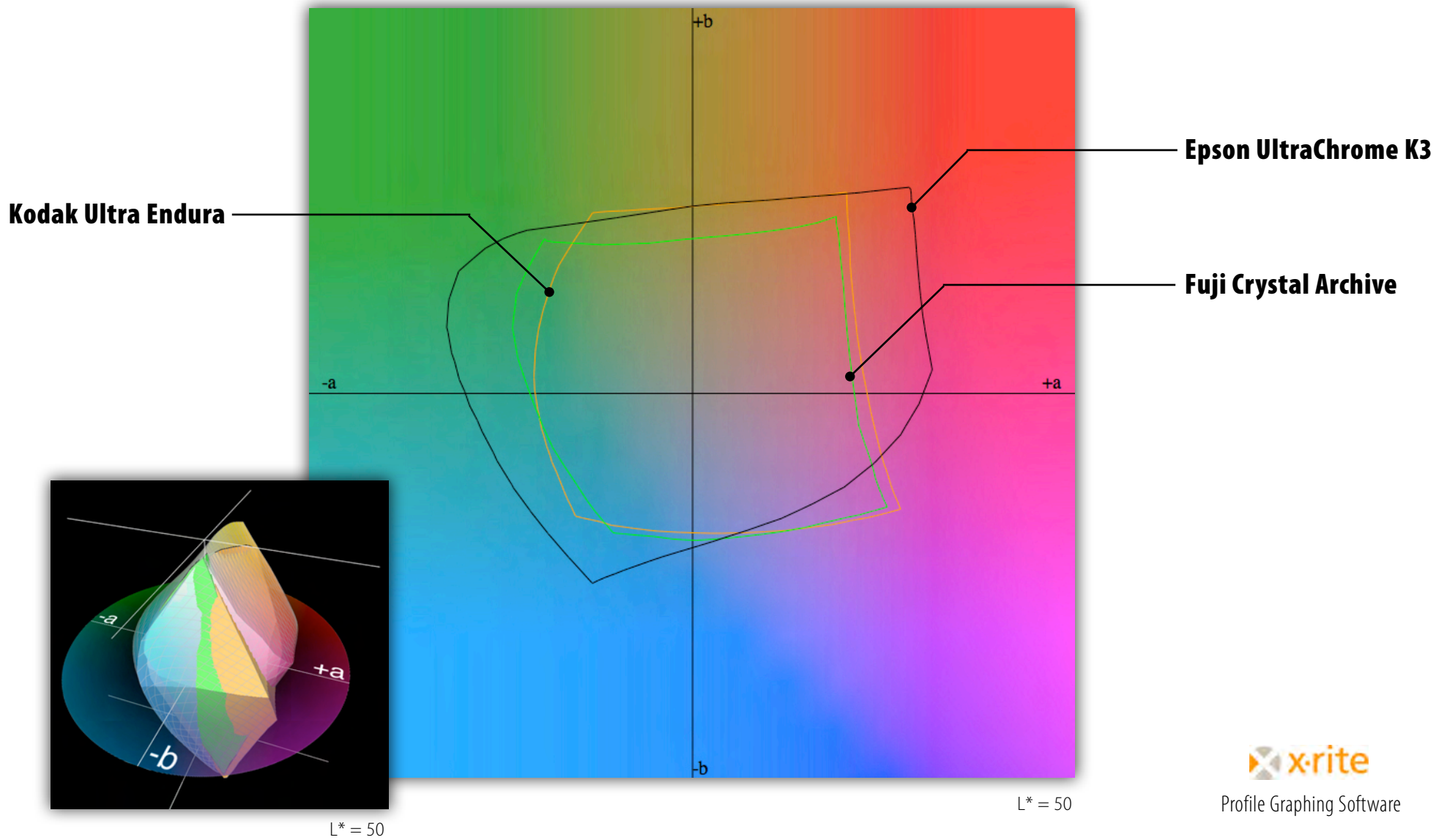
GRACOL TR004 CMYK versus SP3800 PLPP 2880 PK



Profile Graphing Software

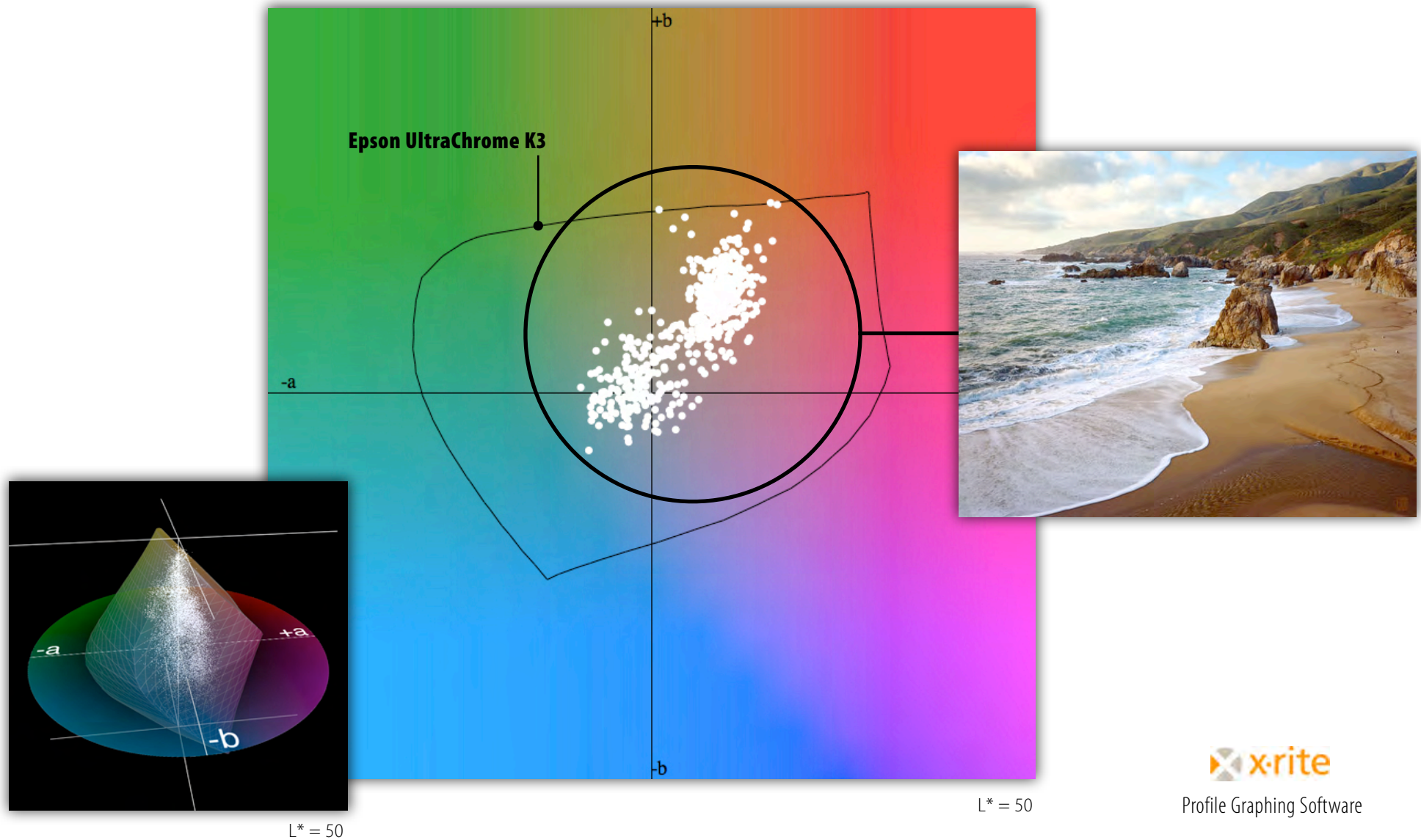
Epson UltraChrome K3™ Color Gamut Comparison

Silver Halide versus SP3800 PGPP 2880 PK

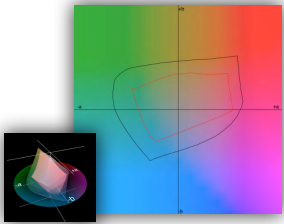


Epson UltraChrome K3™ Color Gamut Comparison

Photograph © 2006 Joseph Holmes versus SP3800 PLPP250 2880 PK



Profile Graphing Software

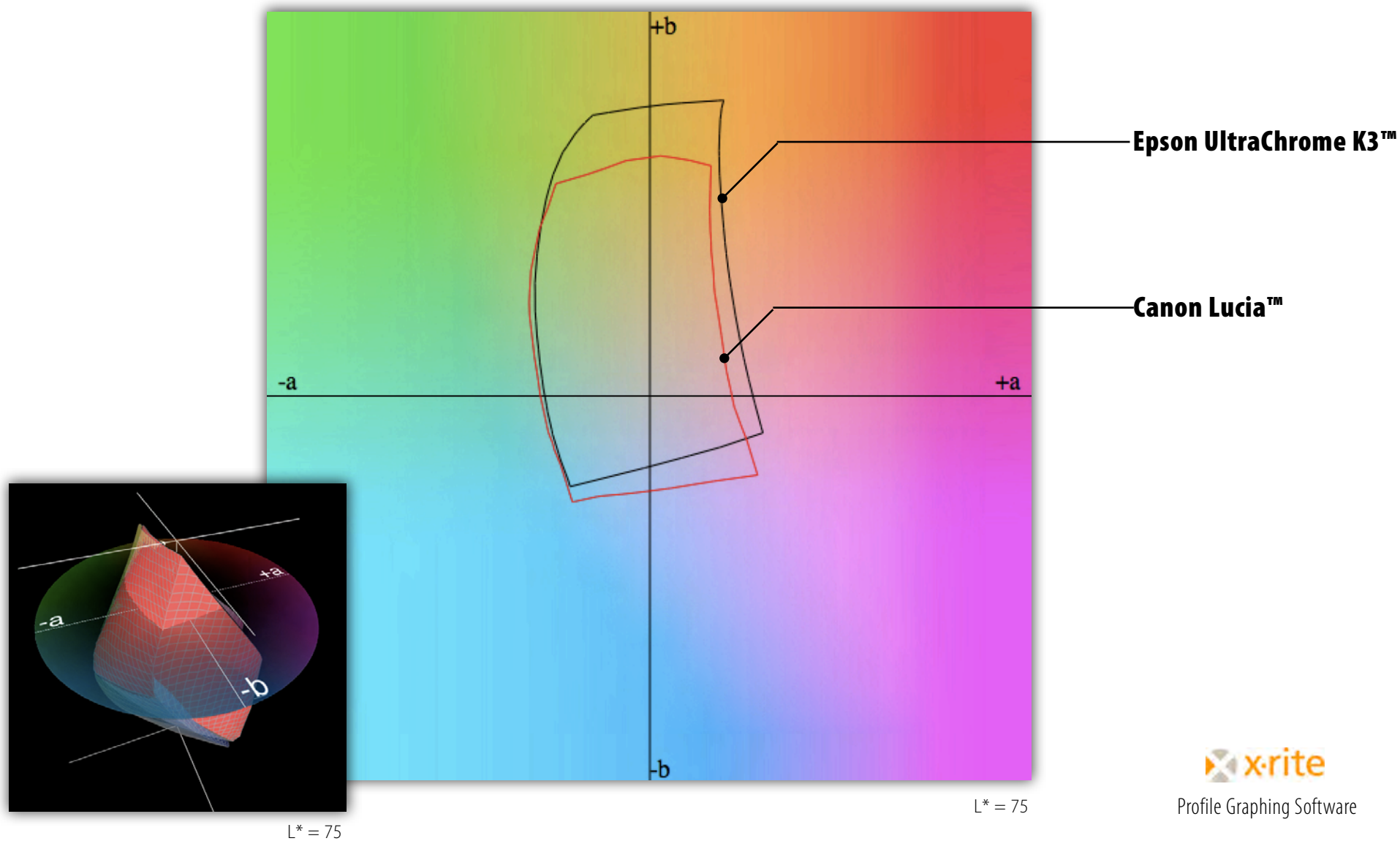


Color Gamut Comparisons

Epson UltraChrome K3™ vs. Canon Lucia™

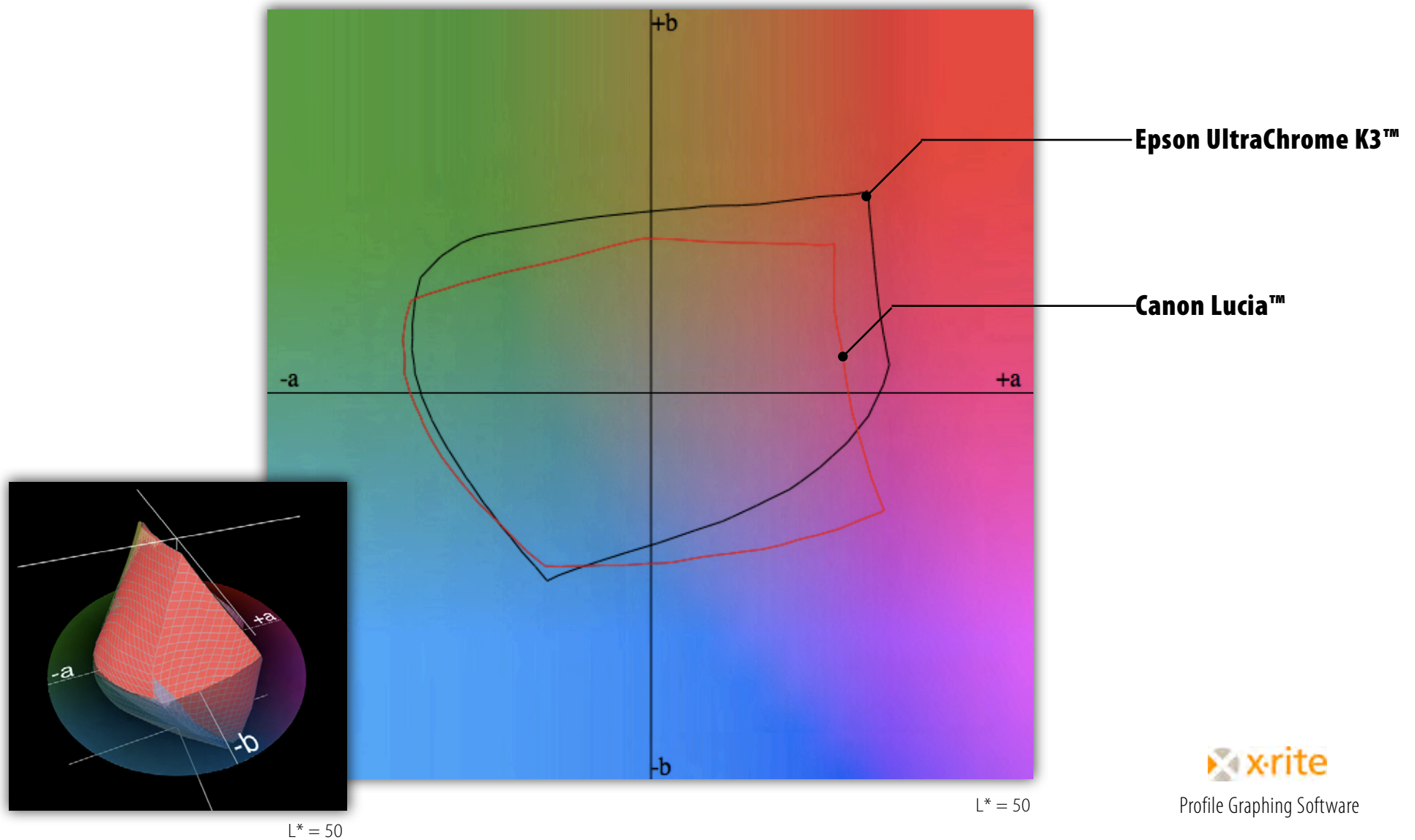
Epson UltraChrome K3™ Color Gamut Comparison

Canon iPF5000 Heavyweight Glossy Photo Paper Highest Quality versus SP3800 Premium Luster Photo Paper 2880 PK



Epson UltraChrome K3™ Color Gamut Comparison

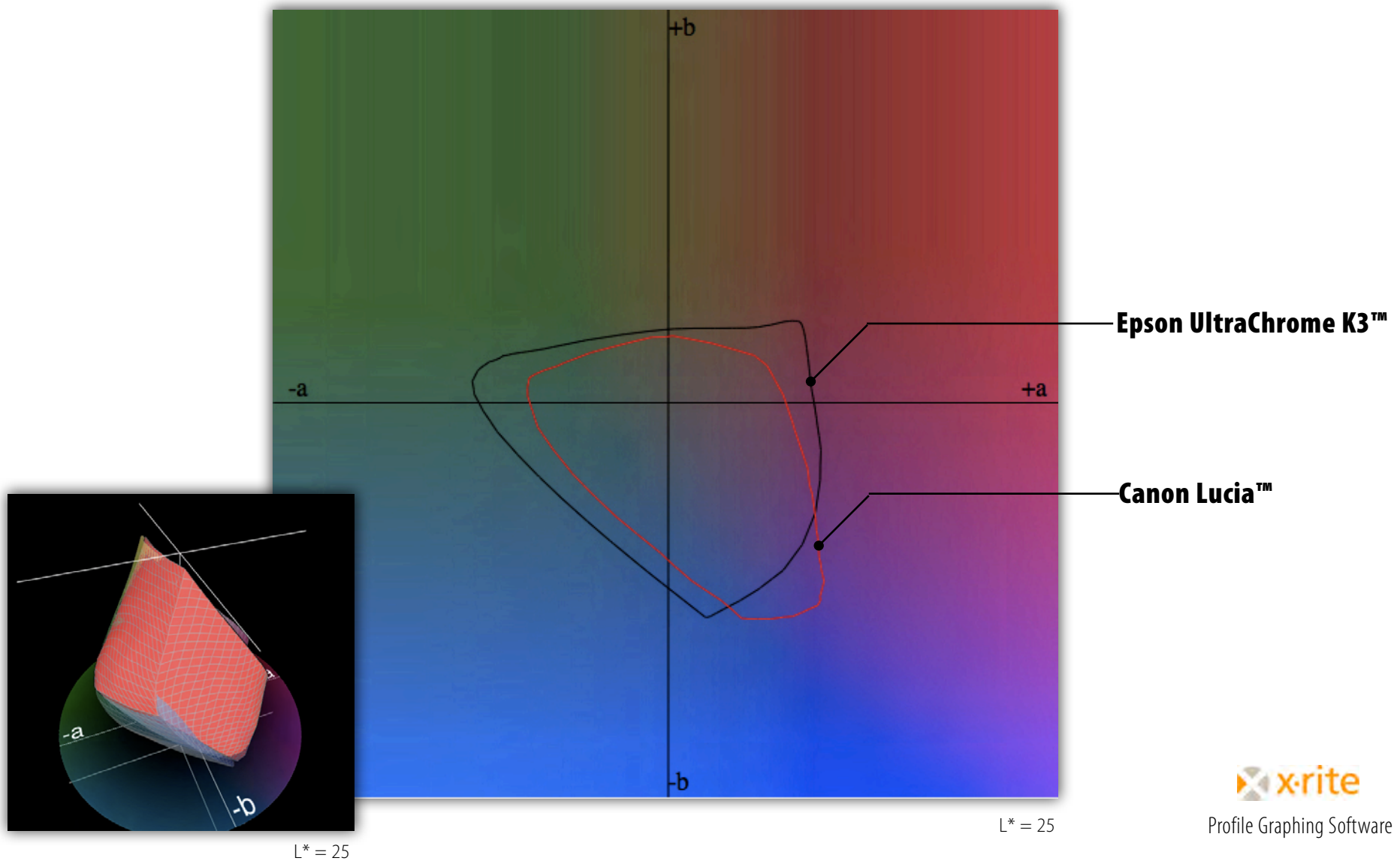
Canon iPF5000 Heavyweight Glossy Photo Paper Highest Quality versus SP3800 Premium Luster Photo Paper 2880 PK



Profile Graphing Software

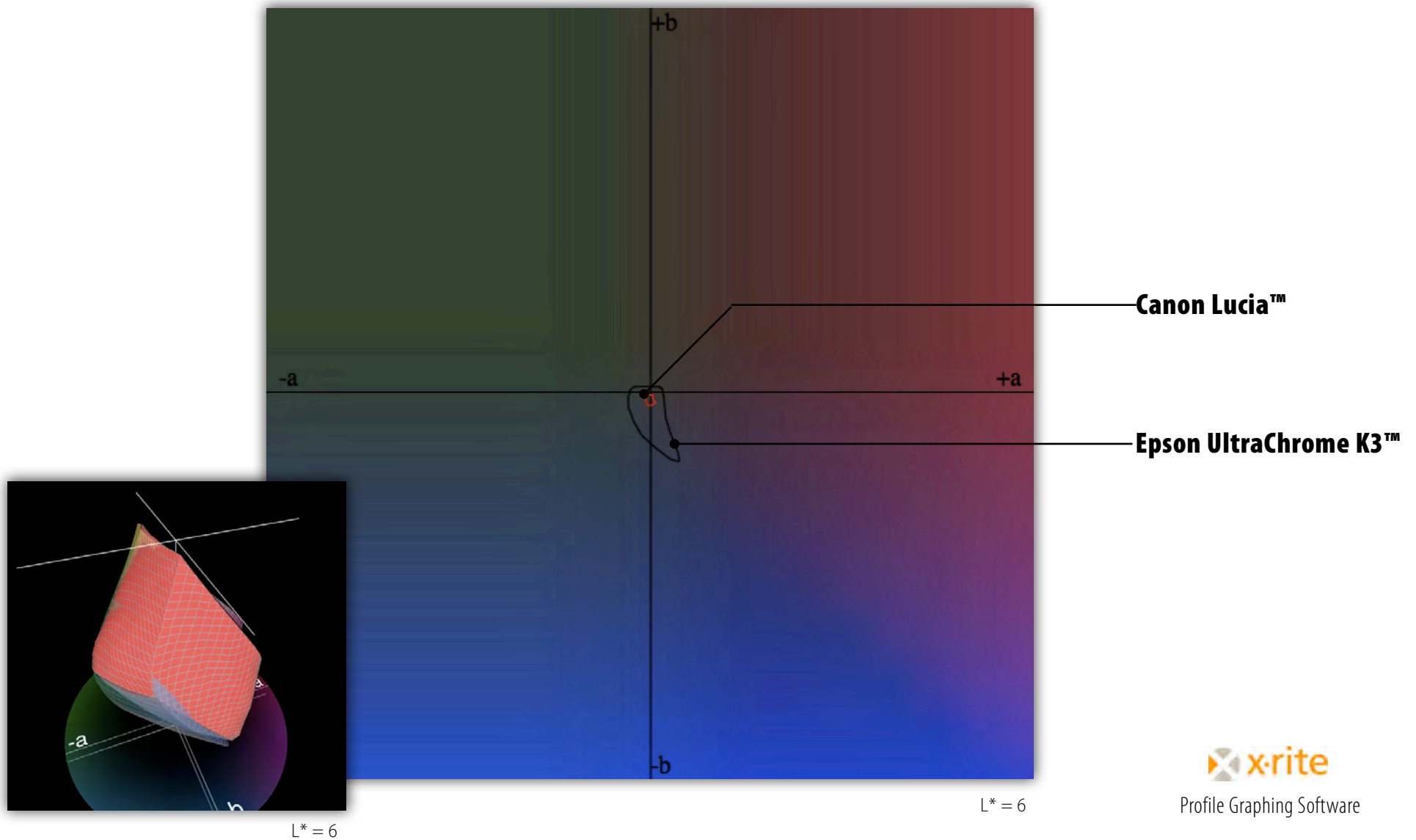
Epson UltraChrome K3™ Color Gamut Comparison

Canon iPF5000 Heavyweight Glossy Photo Paper Highest Quality versus SP3800 Premium Luster Photo Paper 2880 PK



Epson UltraChrome K3™ Color Gamut Comparison

Canon iPF5000 Heavyweight Glossy Photo Paper Highest Quality versus SP3800 Premium Luster Photo Paper 2880 PK



Profile Graphing Software



Print Permanence Ratings

Wilhelm Imaging Research, Inc.

www.wilhelm-research.com





Professional Print Permanence Ratings

Standard Display Conditions

Epson Media Type	Color Rating ¹	Black and White Rating ¹
Premium Glossy Photo Paper (250)	85 Years	> 135 Years
Premium Luster Photo Paper – Roll or Sheet	71 Years	> 95 Years
Premium Semimatte Photo Paper (250)	67 Years	> 76 Years
UltraSmooth™ Fine Art Paper	108 Years	> 205 Years
Somerset Velvet for Epson	62 Years	> 90 Years
Somerset Velvet for Epson w/PremierArt™ Spray	166 Years	> 312 Years
Epson Velvet Fine Art Paper	61 Years	> 115 Years
Epson Velvet Fine Art Paper w/PremierArt™ Spray	82 Years	> 178 Years
Enhanced Matte Paper	76 Years	110 Years
PremierArt™ Water Resistant Canvas for Epson	75 Years	> 150 Years

B Permanence ratings are based on accelerated testing of prints made on the Epson Stylus Pro 4800 on specialty media, displayed indoors, under glass or UV filter. Ratings for the Epson Stylus Pro 3800 are expected to be comparable. Actual print stability will vary according to media, printed image, display conditions, light intensity, humidity, and atmospheric conditions. Epson does not guarantee longevity of prints. For maximum print life, display all prints under glass, UV filter, lamination or properly store them. See www.wilhelm-research.com for the latest information.





Professional Print Permanence Ratings

Professional UV Display Conditions

Epson Media Type	Color Rating ¹	Black and White Rating ¹
Premium Glossy Photo Paper (250)	98 Years	> 135 Years
Premium Luster Photo Paper – Roll or Sheet	165 Years	> 218 Years
Premium Semimatte Photo Paper (250)	133 Years	> 170 Years
UltraSmooth™ Fine Art Paper	175 Years	> 300 Years
Somerset Velvet for Epson	128 Years	> 168 Years
Somerset Velvet for Epson w/PremierArt™ Spray	200 Years	> 312 Years
Epson Velvet Fine Art Paper	125 Years	> 125 Years
Epson Velvet Fine Art Paper w/PremierArt™ Spray	168 Years	> 178 Years
Enhanced Matte Paper	110 Years	110 Years
PremierArt™ Water Resistant Canvas for Epson	130 Years	> 150 Years

B Permanence ratings are based on accelerated testing of prints made on the Epson Stylus Pro 4800 on specialty media, displayed indoors, under glass or UV filter. Ratings for the Epson Stylus Pro 3800 are expected to be comparable. Actual print stability will vary according to media, printed image, display conditions, light intensity, humidity, and atmospheric conditions. Epson does not guarantee longevity of prints. For maximum print life, display all prints under glass, UV filter, lamination or properly store them. See www.wilhelm-research.com for the latest information.





Competitive Comparisons

Epson Stylus® Pro 4800

Canon imagePROGRAF iPF5000



Competitive Comparison

Professional 17-Inch Desktops

This color indicates the winning feature

Printer Feature	Epson Stylus Pro 3800	Epson Stylus Pro 4800	Canon iPF5000
Maximum Printer Width	17-Inch	17-Inch	17-Inch
Maximum Number of Inks	9-Color	9-Color	12-Color
Maximum Number of Inks Used for Printing	8-Color	8-Color	11-Color
Three-Level Black?	Yes	Yes	Yes
Auto-Switching Matte & Photo Black?	Yes - Auto Sharing	No	Yes - Auto Switching
Maximum Ink Cartridge Fill Volume	80 ml	220 ml	130 ml
Pigmented Ink Technology	UltraChrome K3™	UltraChrome K3™	Lucia™
Printing Method	AMC™ Piezo x 1	AMC™ Piezo x 1	FINE™ Thermal x 2
Print Head Replacement	Not Required	Not Required	User Replaceable
Maximum Resolution / Minimum Droplet Size	2,880 x 1,440 / 3.5 pl	2,880 x 1,440 / 3.5 pl	2,400 x 1,200 / 4 pl
Print Speed - True Lab Quality 16" x 20" Print	5:32 (1,440 x 720 HS)	6:07 (1,440 x 720 HS)	6:00 (2,400 x 1,200)
Professional Media Support up to 1.5 mm	Yes	Yes	Yes
Cut Sheet / Roll Support	Yes / No	Yes / Yes	Yes / Optional
Borderless Printing Technology	Cut Sheet	Roll Only	Roll Only
Paper Handling - Automatic Feed	Top Input Tray	Roll & Cassette - Manual	Roll & Cassette - Auto
Paper Handling - Manual Feed	Top, Front, & Rear	Top, Front, & Rear	Top, Front, & Rear
Connectivity - Standard	USB 2.0 & 10/100 BaseT	USB 2.0 & FireWire™	USB 2.0 & 10/100 BaseT
Connectivity - Optional	Not Required	100 BaseT Ethernet	FireWire™
Estimated Purchase Price	\$1,295	\$1,995	\$1,945



Specifications are subject to change without notice.

^A Cartridge yields vary considerably based on images printed, print settings, paper type, frequency of use and temperature. For print quality, a variable amount of ink remains in the cartridge after the “replace cartridge” indicator comes on. The printer ships with full cartridges and part of the ink from the first cartridges is used for priming the printer. See www.epson.com/cartridgeinfo for more information about cartridges.

^B Ink lightfastness ratings are based on accelerated testing of prints on specialty media, displayed indoors, under glass or UV plex. Actual print stability will vary according to media, printed image, display conditions, light intensity, humidity, and atmospheric conditions. Epson does not guarantee longevity of prints. For maximum print life, display all prints under glass, UV plex, lamination or properly store them.

EPSON, Epson Stylus, Epson UltraChrome, Epson UltraChrome K3, and MicroPiezo are trademarks of Seiko Epson Corporation.

BorderFree is a registered trademark and Epson Preferred is a service mark of Epson America, Inc.

All other product brand names are trademarks and/or registered trademarks of their respective companies. Epson disclaims any and all rights to these trademarks.

© Epson America, Inc. 2006. MR **08/16/2006**